



Specialized Purchasing Consultants

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2011-12 Annual Report

Year - End Photocopier Analysis

With projected costs for 2012-13

Daniel Donovan
NHSAU 42
P.O. Box 687
Nashua, NH 03061



Specialized Purchasing Consultants Corp.
Serving Maine & New Hampshire since 1988

September 2012

Skip Tilton
President

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Daniel Donovan
NHSAU 42
P.O. Box 687
Nashua, NH 03061

VISIT US ON THE WEB: Dear Daniel:
www.spccopypro.com

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *1 years*. Though each year seems to pose unique challenges, we are thrilled with all that we have been able to accomplish on behalf of our clients for the past *24 years*.

In these difficult economic times, our staff continues to be fully committed to assisting your organization in achieving goals and objectives relative to new technologies and related costs. In relation to new services, we are excited to bring to your attention *new cost-savings initiatives as well as a new service called SPC STAR Doc* that will continue to meet our mutual goal of improving the quality of service and equipment while reducing your overall cost.

I hope you find the enclosed annual report useful. We are providing you an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem now or could become a problem in the near future.

Thank you again for allowing SPC the opportunity to be of service. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton
President

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The SPC Team

would like to personally thank you for your continued trust and confidence!



Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 117 clients (3200+ machines with 1.7 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and



equipment.



Paul Garozzo

General Manager

As General Manager my goal is ensure our clients are pleased with our services and also provide solutions that are efficient, productive and reduce cost. With my 23 years in the copier industry, I will use my experiences to achieve this

goal. In addition, I will be utilizing our new SPC STARDoc system to further enhance SPC services. Clients will now have the benefit of visually seeing where all their devices are located and project future expenses. I could not be more excited to join the SPC team.

Glen Fortier

Auditor, Electronic Specialist & Equipment Implementation

With 24 years of experience in the electrical field, I look forward to continually meeting and helping all of you with your reprographic needs. It is my sincere commitment to ensure all machine changes are as smooth as possible.



Derik Brasher

Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographic platforms to our community of clients. My 20+ years of experience in corporate management will be key in

strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Alex Webster

Director of Customer Relations

It is a great pleasure for me to join the SPC team. One of my responsibilities will be creating detailed maps of your Copiers/Printers and will be assisting the team in monitoring all of your equipment. My background as a Network Technician and my experience in Customer Service will allow me to give our clients the level of service that they have come to expect from SPC. It is my personal goal to aid in fulfilling each and every promise made to our valued clients.



The SPC Team Continued....



Robert B. Dutil

Director of Information Technology

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is

constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Rachel Guay

Accounting Coordinator

I am responsible for the majority of the accounting communications between SPC and its vendors and clients. I will rely upon my years of experiences and my strong attention to detail to ensure our client's needs are well served. It is my goal to work accurately and efficiently and to uphold the high standards of customer satisfaction that SPC has provided to their customers. I look forward to establishing a strong working relationship with each and every one of you.



Pam Weed

Client-Vendor Relations

SPC's clients are my Number One priority. When you have a question, concern, need, or problem related to equipment, service or billing, I am available to assist you in getting it resolved promptly. I am pleased to be able to act as liaison between our

clients and vendors to ensure smooth transitions or quick resolutions.

Anne Arbore

Administration

Since many of our clients are educational systems, I find it satisfying to know that my co-workers and I have made a contribution toward their success by assisting them in saving on their budgets for reprographic equipment, providing better quality equipment to work with and freeing their resources for other needs.



Laura Lynch

Marketing Coordinator & Client Relations

As a member of the SPC team for the past 12 years as their website designer, I am excited to take on this new position. Some of my responsibilities will include

scheduling essential meetings with our clients and vendors, creating new marketing collateral and developing new clients. I look forward to establishing a closer relationship with each of our clients.

Equipment Health Status

Total Number of Machines:	116
Total Black Photocopiers	57
Total Low Cost of Operation Black Network Printers	24
Total High-Speed Duplicators	0
Total Color Photocopiers (including MFP)	13
Total Low Cost of Operation Color Network Printers	22
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	0
# of Units Overused:	0
# of Units Underused:	0
# of Units Connected to Network with Print and/or Scan	112
Commencement Date:	9/1/2011
# of Annual Payments Left on Lease	3
All Warranties and Service Contracts Expire:	6/30/2016
Print Management Software Loaded	No
LENP Contract Signed	No

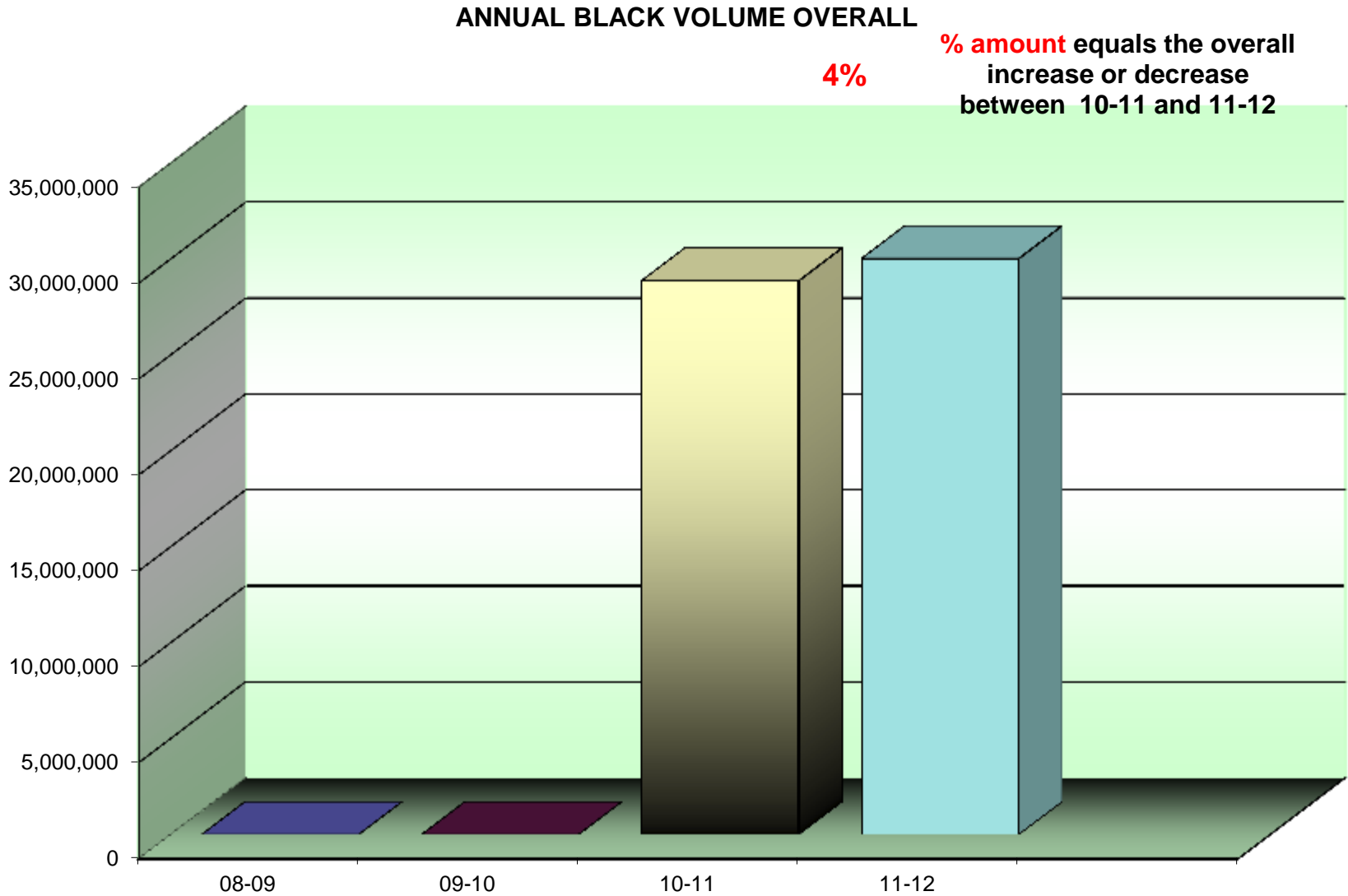
NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Hello Dan,

No major issues. Volume projections are coming in slightly higher than budgeted. What is difficult is knowing what your low end HP volume is for both Black and Color. It sure would be nice to be able to monitor all printing devices. In this way we could determine if there is truly a volume shift from Network printers or if your volume district wide is increasing.

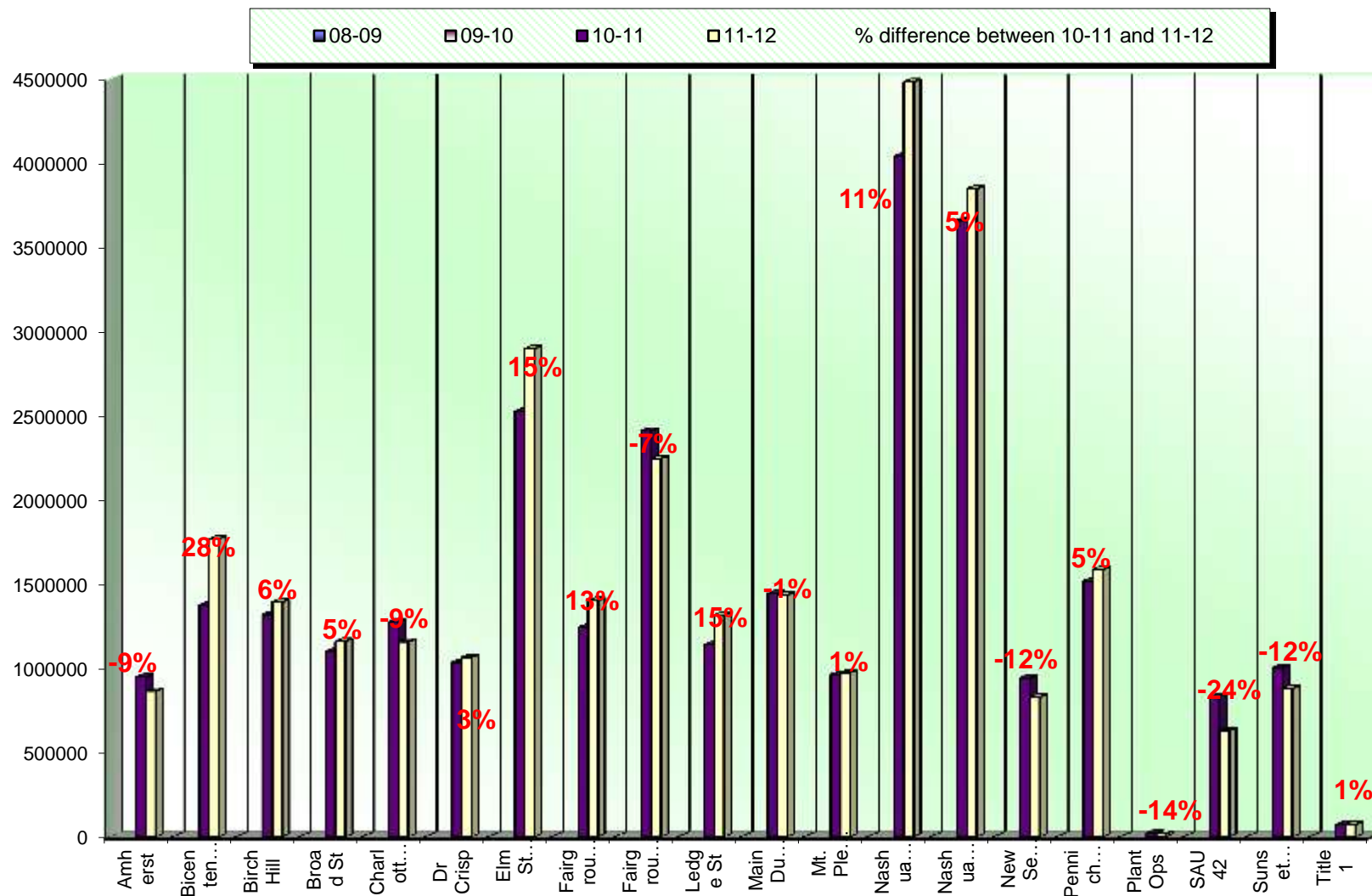
Skip

This report uses current trends for *black volume* to project future costs and potential equipment needs on an overall basis.



This report uses current trends for black volume to project future costs and potential equipment needs by building.

ANNUAL BLACK VOLUME BY BUILDING



Average Student to Copy Usage – Black Only

Using the projected costs by building as the basis, this table represents the projected average usage and cost per student for each building.

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Amherst Street Elementary	300	948,581	\$11,500.69	3,162	\$38.34
Bicentennial Elementary	700	1,375,232	\$16,855.50	1,965	\$24.08
Birch Hill Elementary	500	1,319,122	\$16,123.58	2,638	\$32.25
Broad Street Elementary	413	1,100,646	\$13,350.34	2,665	\$32.33
Charlotte Ave. Elementary	557	1,273,928	\$15,696.29	2,287	\$28.18
Dr. Crisp Elementary	430	1,036,198	\$9,619.27	2,410	\$22.37
Elm Street Middle	1300	2,525,154	\$30,661.68	1,942	\$23.59
Fairgrounds Elementary	540	1,242,293	\$15,125.52	2,301	\$28.01
Fairgrounds Middle	780	2,409,728	\$29,226.87	3,089	\$37.47
Ledge Street Elementary	500	1,140,656	\$13,842.28	2,281	\$27.68
Main Dunstable Elementary	567	1,444,112	\$17,575.32	2,547	\$31.00
Mt. Pleasant Elementary	340	962,995	\$11,678.72	2,832	\$34.35
Nashua High North	1930	4,037,900	\$49,228.03	2,092	\$25.51
Nashua High South	2200	3,659,780	\$44,508.45	1,664	\$20.23
New Searles Elementary	440	942,831	\$11,444.07	2,143	\$26.01
Pennichuck Middle	717	1,518,060	\$18,576.22	2,117	\$25.91
Plant Operations	0	22,241	\$269.01	0	\$0.00
SAU #42	0	830,950	\$10,144.91	0	\$0.00
Sunset Heights Elementary	434	1,003,932	\$12,239.34	2,313	\$28.20
Title One	45	72,516	\$877.07	1,611	\$19.49
Totals	12,693	28,866,855	\$348,543.13	1,671	\$27.46

*Total School Cost refers to the cost of Service, Supplies, Paper, and Equipment.

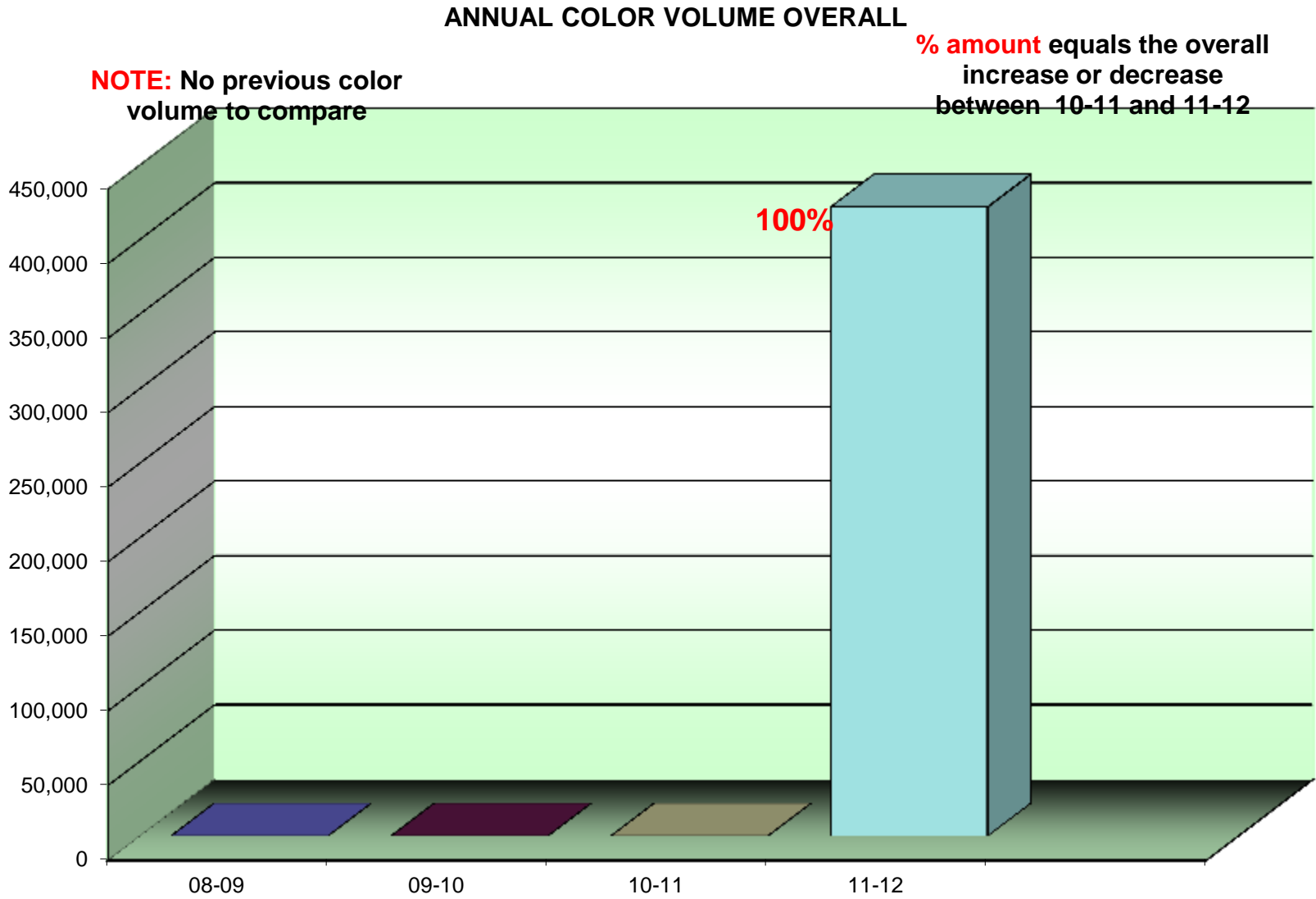
Cost Comparison Black Only

This is an SPC Comparison contrasting your district with 84 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

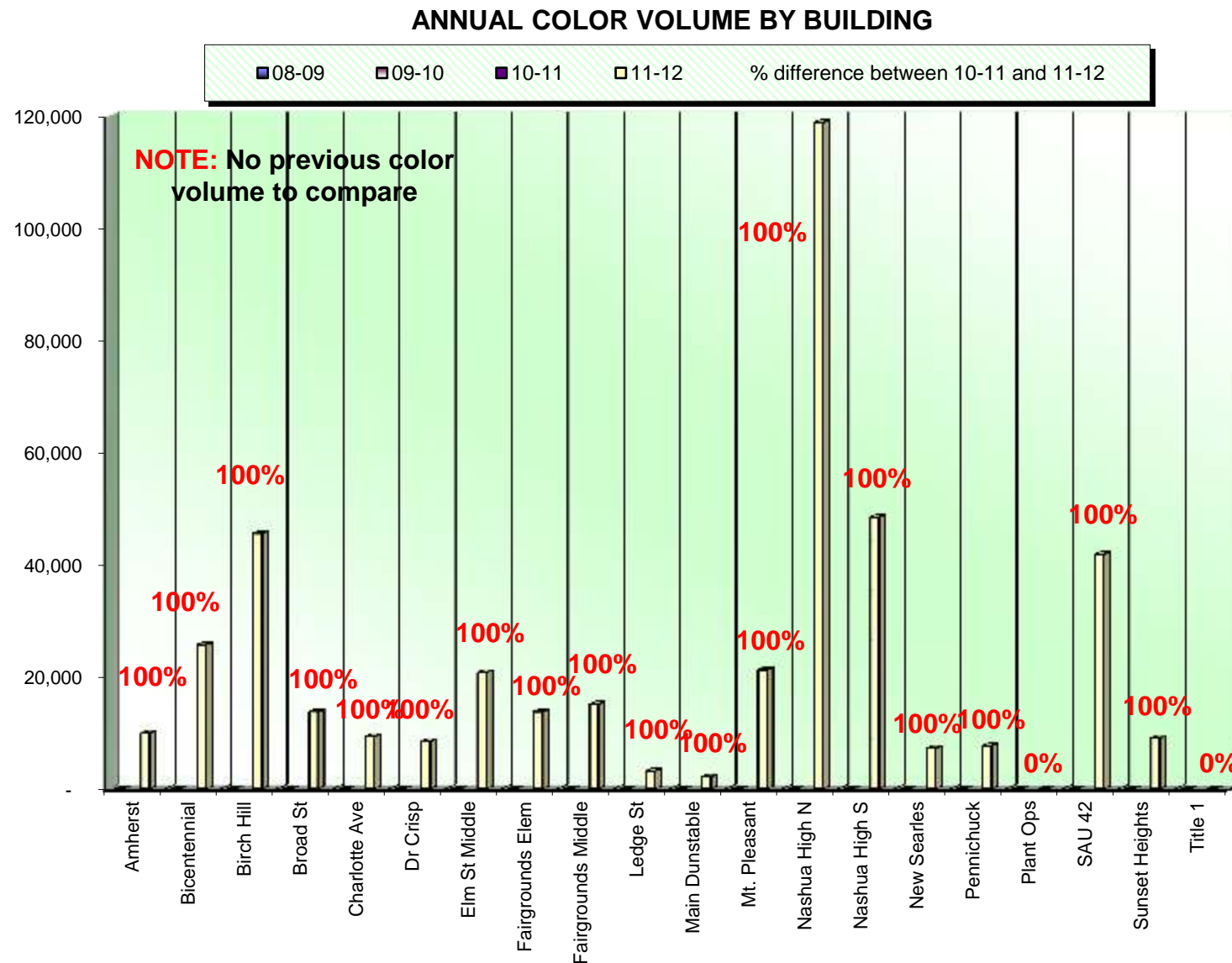
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	131,784	307,171,835	\$5,571,341.44	2,331	\$42.28

**Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*

This report uses current trends for color volume to project future costs and potential equipment needs on an overall basis.



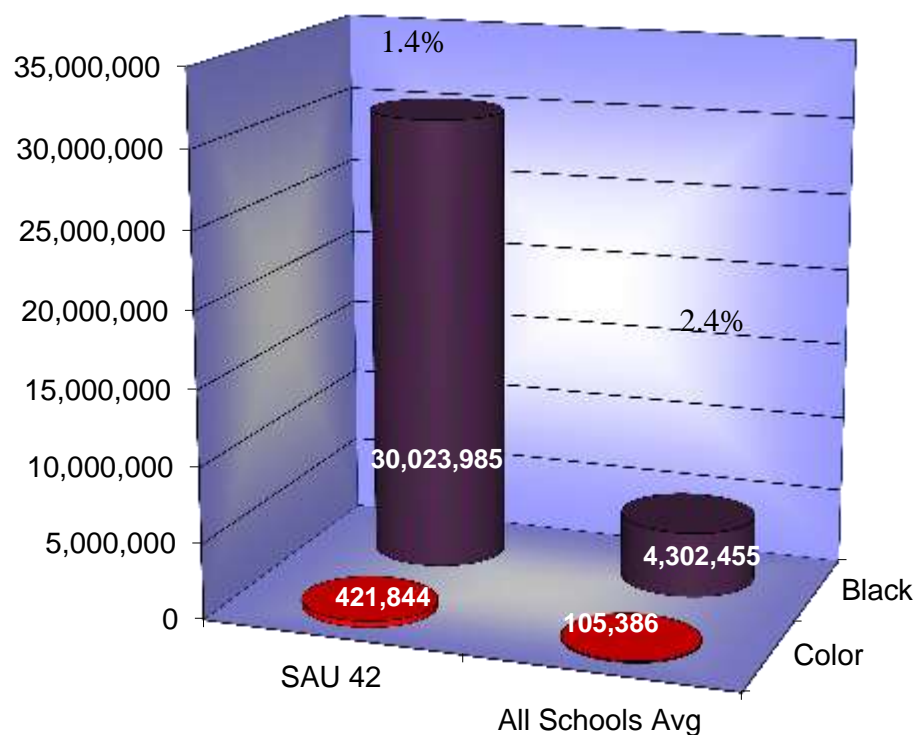
This report uses current trends for color volume to project future costs and potential equipment needs by building.



Black & Color Usage Comparisons

This chart compares your current usage ratios to the average of all SPC client school districts.

Color to Total Volume Percentage



Average Student to Copy Usage – Color Only

Using the actual projected costs by building as the basis, this table represents the projected average usage and cost per student for each building.

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Amherst Street Elementary	300	9,927	\$540.65	33	\$1.80
Bicentennial Elementary	700	18,150	\$988.49	36	\$1.41
Birch Hill Elementary	500	43,522	\$2,469.30	87	\$4.94
Broad Street Elementary	413	13,788	\$750.93	33	\$1.82
Charlotte Ave. Elementary	557	9,362	\$509.87	17	\$0.92
Dr. Crisp Elementary	430	8,462	\$460.86	20	\$1.07
Elm Street Middle	1300	20,756	\$1,130.41	16	\$0.87
Fairgrounds Elementary	540	13,766	\$749.73	25	\$1.39
Fairgrounds Middle	780	15,119	\$823.41	19	\$1.06
Ledge Street Elementary	500	3,204	\$174.50	6	\$0.35
Main Dunstable Elementary	567	2,147	\$116.93	4	\$0.21
Mt. Pleasant Elementary	340	21,227	\$1,156.07	62	\$3.40
Nashua High North	1930	128,725	\$7,010.62	67	\$3.63
Nashua High South	2200	48,425	\$2,637.32	22	\$1.20
New Searles Elementary	440	7,233	\$393.92	16	\$0.90
Pennichuck Middle	717	7,677	\$418.10	11	\$0.58
Plant Operations	0	0	\$0.00	0	\$0.00
SAU #42	0	41,784	\$2,275.64	0	\$0.00
Sunset Heights Elementary	434	9,039	\$492.28	21	\$1.13
Title One	45	0	\$0.00	0	\$0.00
Totals	12,693	419,844	\$23,099.03	33	\$1.82

*Total School Cost refers to the cost of Service, Supplies, and Paper; Equipment Lease costs are not figured into color averages.

Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 84 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	131,784	7,377,029	\$486,775.63	56	\$3.69

**Total District Cost refers to the cost of Service, Supplies and Paper. Equipment is calculated only into the Black Volume.*

Usage Profile for Service & Supplies

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC. Projected Volume comparison is based on projected volume figured on your most recent Five-Year Equipment Replacement Schedule.

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed</i>								
<i>Serial Number / Vendor ID</i>								
<i>Life / Intro Date</i>								
<i>Connectivity / Printer Exp Date</i>								
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Budgeted Volume</i>	<i>Annual Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Amherst Street Elementary								
Conference Room								
Canon LBP5460 31 CPM	0	2,209	2,209	23,100	3,314	-20,891	\$0.003900	None at this time.
MEMA000819 / GAAAD							\$8.62	
750,000 / 08/2011	0	6,618	6,618	0	9,927	6,618	\$0.04950	
Color Network Printer							\$327.59	
Connected								
OCE NH								
Main Office								
Canon IR6075	0	243,324	243,324	391,626	364,986	-148,302	\$0.003300	None at this time.
HTK12643 / GAAHN							\$802.97	
4,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Canon LBP3560 42 CPM	0	16,310	16,310	23,100	24,465	-6,790	\$0.003900	None at this time.
MGKA100326 / GAA9O							\$63.61	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Network Printer							\$0.00	
Connected								
OCE NH								

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed</i>			<i>2011/12</i>	<i>2012/13</i>	<i>Annual</i>			
<i>Serial Number / Vendor ID</i>			<i>Annual</i>	<i>Budgeted</i>	<i>Projected</i>	<i>Volume</i>	<i>Cost/Copy</i>	
<i>Life / Intro Date</i>			<i>Volume</i>	<i>Volume</i>	<i>Volume</i>	<i>Difference</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2011</i>	<i>6/30/2012</i>						
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>						
Amherst Street Elementary								
Teachers' Room								
Canon IR8095 95 CPM	0	315,360	315,360	510,755	473,040	-195,395	\$0.003300	None at this time.
HNA10475 / GAAHP							\$1,040.69	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Subtotals B&W			577,203	948,581	865,805		\$1,915.88	
Subtotals Color			6,618	0	9,927		\$327.59	

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Bicentennial Elementary								
Computer Lab								
Canon LBP3560 42 CPM	0	20,000	20,000	35,934	30,000	-15,934	\$0.003900	None at this time.
MGKA100446 / GAAA3							\$78.00	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Network Printer							\$0.00	
Connected								
OCE NH								
Main Office								
Canon IRC5051	0	153,340	153,340	262,614	230,010	-109,274	\$0.003300	None at this time.
GQM56131 / GAAIR							\$506.02	
3,000,000 / 10/2009	0	12,100	12,100	0	18,150	12,100	\$0.04950	
Color Photocopier							\$598.95	
Connected								
OCE NH								
Canon LBP3560 42 CPM	0	21,276	21,276	35,933	31,914	-14,657	\$0.003900	None at this time.
MGKA100470 / GAAA2							\$82.98	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Network Printer							\$0.00	
Connected								
OCE NH								

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Bicentennial Elementary								
Special Education								
Canon LBP3560 42 CPM MGKA100418 / GAAA0 1,000,000 / 10/2010 Black Network Printer Connected OCE NH	0	26,315	26,315	35,933	39,473	-9,618	\$0.003900 \$102.63	None at this time.
	0	0	0	0	0	0	\$0.000000 \$0.00	
Teachers' Room								
Canon IR2545 45 CPM FUU30153 / GAABA 1,000,000 / 04/2010 Black Photocopier Connected OCE NH	0	207,547	207,547	212,638	311,321	-5,091	\$0.003300 \$684.91	None at this time.
	0	0	0	0	0	0	\$0.000000 \$0.00	
Canon IR8095 95 CPM HNA10376 / GAAJN 5,000,000 / 06/2010 Black Photocopier Connected OCE NH	0	749,617	749,617	792,180	1,124,426	-42,563	\$0.003300 \$2,473.74	None at this time.
	0	0	0	0	0	0	\$0.000000 \$0.00	
Subtotals B&W			1,178,095	1,375,232	1,767,143		\$3,928.27	
Subtotals Color			12,100	0	18,150		\$598.95	

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Birch Hill Elementary								
Computer Lab 2nd Floor								
Canon LBP3560 42 CPM	0	20,121	20,121	38,499	30,182	-18,378	\$0.003900	None at this time.
MGKA100440 / GAA98							\$78.47	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.000000	
Black Network Printer							\$0.00	
Connected								
OCE NH								
Hall 2nd Floor								
Canon IR6075	0	315,172	315,172	274,326	472,758	40,846	\$0.003300	None at this time.
HTK12160 / GAAFO							\$1,040.07	
4,000,000 / 10/2010	0	0	0	0	0	0	\$0.000000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Main Office								
Canon IRC5051	0	116,471	116,471	204,604	174,707	-88,133	\$0.003300	None at this time.
GQM56128 / GAAIS							\$384.35	
3,000,000 / 10/2009	0	30,348	30,348	0	45,522	30,348	\$0.04950	
Color Photocopier							\$1,502.23	
Connected								
OCE NH								
Canon LBP3560 42 CPM	0	16,647	16,647	38,500	24,971	-21,853	\$0.003900	None at this time.
MGKA100240 / GAA97							\$64.92	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.000000	
Black Network Printer							\$0.00	
Connected								
OCE NH								

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed</i>									
<i>Serial Number / Vendor ID</i>									
<i>Life / Intro Date</i>									
<i>Connectivity / Printer Exp Date</i>									
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Budgeted Volume</i>	<i>Annual Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
Birch Hill Elementary									
Teachers' Room Ground Floor									
Canon IR8095 95 CPM	0	460,380	460,380	763,194	690,570	-302,814	\$0.003300	None at this time.	
HNA10328 / GAAFL							\$1,519.25		
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000		
Black Photocopier							\$0.00		
Connected									
OCE NH									
Subtotals B&W			928,791	1,319,123	1,393,187		\$3,087.07		
Subtotals Color			30,348	0	45,522		\$1,502.23		

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Broad Street Elementary								
Library								
Canon LBP3560 42 CPM	0	9,472	9,472	31,801	14,208	-22,329	\$0.003900	None at this time.
MGKA100237 / GAA99							\$36.94	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.000000	
Black Network Printer							\$0.00	
Connected								
OCE NH								
Main Office								
Canon LBP5460 31 CPM	0	7,797	7,797	31,801	11,696	-24,004	\$0.003900	None at this time.
MEMA001133 / GAAA6							\$30.41	
750,000 / 08/2011	0	9,192	9,192	0	13,788	9,192	\$0.04950	
Color Network Printer							\$455.00	
Connected								
OCE NH								
Oce im3512 35 CPM	317,581	360,947	43,366	234,750	173,464	-191,384	\$0.003300	None at this time.
8090238 / GA5HT							\$143.11	
750,000 / 12/2007	0	0	0	0	0	0	\$0.000000	
Black Photocopier							\$0.00	
Not Connected								
OCE NH								

Date of Last Upgrade: 9/1/2011

Make-Model / Speed
Serial Number / Vendor ID
Life / Intro Date
Connectivity / Printer Exp Date
Vendor

7/1/2011 6/30/2012 2011/12 2012/13 Annual
Meter Meter Volume Volume Volume Difference Annual Cost Recommendations

Broad Street Elementary

Teachers' Room

Canon IR8095 95 CPM	0	618,611	618,611	802,294	927,917	-183,683	\$0.003300	None at this time.
HNA10364 / GAAJP							\$2,041.42	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Subtotals B&W			692,952	1,100,646	1,160,178		\$2,297.10	
Subtotals Color			9,192	0	13,788		\$455.00	

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Charlotte Ave. Elementary								
Library								
Canon LBP3560 42 CPM	0	9,626	9,626	42,890	14,439	-33,264	\$0.003900	None at this time.
MGKA100232 / GAA96							\$37.54	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Network Printer							\$0.00	
Connected								
OCE NH								
Main Office								
Canon IRC5051	0	206,355	206,355	394,709	309,533	-188,354	\$0.003300	None at this time.
GQM57215 / GAAIA							\$680.97	
3,000,000 / 10/2009	0	6,241	6,241	0	9,362	6,241	\$0.04950	
Color Photocopier							\$308.93	
Connected								
OCE NH								
Canon LBP3560 42 CPM	0	7,851	7,851	42,889	11,777	-35,038	\$0.003900	None at this time.
MGKA100452 / GAA94							\$30.62	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Network Printer							\$0.00	
Connected								
OCE NH								

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Charlotte Ave. Elementary

Teachers' Work Room

Canon IR8095 95 CPM	0	557,818	557,818	793,440	836,727	-235,622	\$0.003300	None at this time.
HNA10380 / GAAFG							\$1,840.80	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Subtotals B&W			781,650	1,273,928	1,172,475		\$2,552.39	
Subtotals Color			6,241	0	9,362		\$308.93	

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Dr. Crisp Elementary								
Main Office								
Canon IRC5045	0	57,412	57,412	78,090	86,118	-20,678	\$0.003900	None at this time.
GPQ55883 / GAAER							\$223.91	
1,000,000 / 10/2009	0	5,641	5,641	0	8,462	5,641	\$0.04950	
Color Photocopier							\$279.23	
Connected								
OCE NH								
Canon LBP3560 42 CPM	0	15,004	15,004	33,110	22,506	-18,106	\$0.003900	None at this time.
MGKA100490 / GAA93							\$58.52	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Network Printer							\$0.00	
Connected								
OCE NH								
Resource Room								
Canon LBP3560 42 CPM	0	16,335	16,335	33,110	24,503	-16,775	\$0.003900	None at this time.
MGKA100468 / GAA92							\$63.71	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Network Printer							\$0.00	
Connected								
OCE NH								

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Dr. Crisp Elementary

Teachers' Room

Canon IR8095 95 CPM	0	621,522	621,522	891,888	932,283	-270,366	\$0.003300	None at this time.
HNA00578 / GAAEG							\$2,051.02	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								

Subtotals B&W			710,273	1,036,198	1,065,410		\$2,397.15	
Subtotals Color			5,641	0	8,462		\$279.23	

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Elm Street Middle								
Copy Center								
Canon IR8095 95 CPM	0	540,724	540,724	746,272	811,086	-205,548	\$0.003300	None at this time.
HNA10275 / GAAFM							\$1,784.39	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Canon IR8095 95 CPM	0	655,820	655,820	746,072	983,730	-90,252	\$0.003300	None at this time.
HNA10206 / GAAFP							\$2,164.21	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Guidance Office								
Canon IR2535i 35 CPM	0	37,649	37,649	11,067	56,474	26,582	\$0.003300	None at this time.
FUG30694 / GAAET							\$124.24	
750,000 / 04/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Elm Street Middle								
Library								
Canon LBP5460 31 CPM	0	1,639	1,639	50,050	2,459	-48,411	\$0.003900	None at this time.
MEMA001159 / GAAA9							\$6.39	
750,000 / 08/2011	0	2,092	2,092	0	3,138	2,092	\$0.04950	
Color Network Printer							\$103.55	
Connected								
OCE NH								
Library Lab								
Canon LBP3560 42 CPM	0	28,479	28,479	50,050	42,719	-21,571	\$0.003900	None at this time.
MGKA100466 / GAA89							\$111.07	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Network Printer							\$0.00	
Connected								
OCE NH								
Mail Room								
Canon IR8095 95 CPM	0	589,045	589,045	746,473	883,568	-157,428	\$0.003300	None at this time.
HNA10303 / GAAFN							\$1,943.85	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Elm Street Middle								
Main Office								
Canon IR2535i 35 CPM	0	33,096	33,096	75,070	49,644	-41,974	\$0.003300	None at this time.
FUG30222 / GAAEW							\$109.22	
750,000 / 04/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Room 217								
Canon LBP5460 31 CPM	0	20,162	20,162	50,050	30,243	-29,888	\$0.003900	None at this time.
MEMA001152 / GAAAA							\$78.63	
750,000 / 08/2011	0	11,745	11,745	0	17,618	11,745	\$0.04950	
Color Network Printer							\$581.38	
Connected								
OCE NH								
Room 219								
Canon LBP3560 42 CPM	0	24,698	24,698	50,050	37,047	-25,352	\$0.003900	None at this time.
MGKA100242 / GAA88							\$96.32	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Network Printer							\$0.00	
Connected								
OCE NH								
Subtotals B&W			1,931,312	2,525,154	2,896,968		\$6,418.32	
Subtotals Color			13,837	0	20,756		\$684.93	

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Fairgrounds Elementary								
Asst. Principal's Office								
Canon LBP5460 31 CPM	0	1,176	1,176	27,720	1,764	-26,544	\$0.003900	None at this time.
MEMA001154 / GAAA1							\$4.59	
750,000 / 08/2011	0	2,142	2,142	0	3,213	2,142	\$0.04950	
Color Network Printer							\$106.03	
Connected								
OCE NH								
Lab								
Canon LBP3560 42 CPM	0	8,458	8,458	27,720	12,687	-19,262	\$0.003900	None at this time.
MGKA100235 / GAA87							\$32.99	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Network Printer							\$0.00	
Connected								
OCE NH								

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Fairgrounds Elementary								
Main Office								
Canon IRC5045	0	118,270	118,270	83,755	177,405	34,515	\$0.003900	None at this time.
GPQ55796 / GAAEV							\$461.25	
1,000,000 / 10/2009	0	7,035	7,035	0	10,553	7,035	\$0.04950	
Color Photocopier							\$348.23	
Connected								
OCE NH								
Canon LBP3560 42 CPM	0	22,198	22,198	27,720	33,297	-5,522	\$0.003900	None at this time.
MGKA100508 / GAA86							\$86.57	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Network Printer							\$0.00	
Connected								
OCE NH								

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Fairgrounds Elementary								
Teachers' Work Room								
Canon IR8095 95 CPM	0	619,622	619,622	893,542	929,433	-273,920	\$0.003300	None at this time.
HNA10293 / GAAFK							\$2,044.75	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Konica Minolta BH600 60 CPM	1,017,222	1,182,696	165,474	181,836	248,211	-16,362	\$0.003300	None at this time.
57BE16907 /							\$546.06	
3,000,000 / 08/2006	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Subtotals B&W			935,198	1,242,293	1,402,797		\$3,176.21	
Subtotals Color			9,177	0	13,766		\$454.26	

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Make-Model / Speed									
Serial Number / Vendor ID									
Life / Intro Date									
Connectivity / Printer Exp Date									
Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations	
Fairgrounds Middle									
Guidance Office									
Canon IR8095 95 CPM	0	322,183	322,183	516,350	483,275	-194,167	\$0.003300	None at this time.	
HNA10482 / GAAGD							\$1,063.20		
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000		
Black Photocopier							\$0.00		
Connected									
OCE NH									
Library									
Canon IR2525 25 CPM	0	1,085	1,085	1,969	1,628	-884	\$0.003300	None at this time.	
FRU44111 / GAAGN							\$3.58		
500,000 / 04/2010	0	0	0	0	0	0	\$0.00000		
Black Photocopier							\$0.00		
Connected									
OCE NH									

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<i>Make-Model / Speed</i>									
<i>Serial Number / Vendor ID</i>									
<i>Life / Intro Date</i>									
<i>Connectivity / Printer Exp Date</i>									
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Budgeted Volume</i>	<i>Annual Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
Fairgrounds Middle									
Main Office									
Canon IR8095 95 CPM	0	544,398	544,398	884,337	816,597	-339,939	\$0.003300	None at this time.	
HNA10360 / GAAGE							\$1,796.51		
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.000000		
Black Photocopier							\$0.00		
Connected									
OCE NH									
Canon IRC5045	0	74,788	74,788	135,881	112,182	-61,093	\$0.003900	None at this time.	
GPQ56331 / GAAES							\$291.67		
1,000,000 / 10/2009	0	10,079	10,079	0	15,119	10,079	\$0.04950		
Color Photocopier							\$498.91		
Connected									
OCE NH									
Staff Work Room									
Canon IR8095 95 CPM	0	553,281	553,281	871,191	829,922	-317,910	\$0.003300	None at this time.	
HNA10485 / GAAGB							\$1,825.83		
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.000000		
Black Photocopier							\$0.00		
Connected									
OCE NH									
Subtotals B&W			1,495,735	2,409,728	2,243,603		\$4,980.80		
Subtotals Color			10,079	0	15,119		\$498.91		

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Ledge Street Elementary								
Asst. Principal's Office								
Canon LBP5460 31 CPM	0	816	816	38,500	1,224	-37,684	\$0.003900	None at this time.
MEMA001194 / GAAA4							\$3.18	
750,000 / 08/2011	0	2,136	2,136	0	3,204	2,136	\$0.04950	
Color Network Printer							\$105.73	
Connected								
OCE NH								
Copy Room								
Canon IR8095 95 CPM	0	315,425	315,425	547,281	473,138	-231,856	\$0.003300	None at this time.
HNA10477 / GAAFT							\$1,040.90	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Canon IR8095 95 CPM	0	404,787	404,787	470,282	607,181	-65,495	\$0.003300	None at this time.
HNA10484 / GAAFU							\$1,335.80	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								

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<i>Make-Model / Speed</i>									
<i>Serial Number / Vendor ID</i>									
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<i>Connectivity / Printer Exp Date</i>									
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Budgeted Volume</i>	<i>Annual Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
Ledge Street Elementary									
Main Office									
Canon IR2535i 35 CPM	0	131,045	131,045	46,092	196,568	84,953	\$0.003300	None at this time.	
FUG30718 / GAAEU							\$432.45		
750,000 / 04/2010	0	0	0	0	0	0	\$0.00000		
Black Photocopier							\$0.00		
Connected									
OCE NH									
Canon LBP3560 42 CPM	0	24,561	24,561	38,501	36,842	-13,940	\$0.003900	None at this time.	
MGKA100498 / GAA56							\$95.79		
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000		
Black Network Printer							\$0.00		
Connected									
OCE NH									
Subtotals B&W			876,634	1,140,656	1,314,951		\$2,908.12		
Subtotals Color			2,136	0	3,204		\$105.73		

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Main Dunstable Elementary

Copy Room

Canon IR8095 95 CPM	0	415,152	415,152	691,980	622,728	-276,828	\$0.003300	None at this time.
HNA10368 / GAAJQ							\$1,370.00	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	

Connected

OCE NH

Canon IR8095 95 CPM	0	442,285	442,285	570,521	663,428	-128,236	\$0.003300	None at this time.
HNA10348 / GAAJO							\$1,459.54	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	

Connected

OCE NH

Main Office

Canon IRC5045	0	71,452	71,452	94,293	107,178	-22,841	\$0.003900	None at this time.
GPQ55799 / GAAIQ							\$278.66	
1,000,000 / 10/2009	0	1,431	1,431	0	2,147	1,431	\$0.04950	
Color Photocopier							\$70.83	

Connected

OCE NH

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Vendor

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Meter Meter Volume Volume Projected Volume Volume Cost/Copy
Annual Budgeted Projected Volume Difference Annual Cost Recommendations

Main Dunstable Elementary

Room 208

Canon LBP3560 42 CPM	0	9,413	9,413	43,659	14,120	-34,246	\$0.003900	None at this time.
MGKA1000441 / GAA95							\$36.71	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Network Printer							\$0.00	
Connected								
OCE NH								

Room 310 PC Lab

Canon LBP3560 42 CPM	0	17,382	17,382	43,659	26,073	-26,277	\$0.003900	None at this time.
MGKA100449 / GAA63							\$67.79	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Network Printer							\$0.00	
Connected								
OCE NH								

Subtotals B&W			955,684	1,444,112	1,433,526		\$3,212.71	
Subtotals Color			1,431	0	2,147		\$70.83	

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Mt. Pleasant Elementary								
Copy Room								
Canon IR6075	0	309,642	309,642	429,137	464,463	-119,495	\$0.003300	None at this time.
HTK12681 / GAAHQ							\$1,021.82	
4,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Library								
Canon LBP3560 42 CPM	0	22,678	22,678	26,180	34,017	-3,502	\$0.003900	None at this time.
MGKA100495 / GAA60							\$88.44	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Network Printer							\$0.00	
Connected								
OCE NH								
Main Office								
Canon IR3245i 45 CPM	0	43,641	43,641	0	65,462	43,641	\$0.003300	None at this time.
DHK14764 / GA6CG							\$144.02	
1,000,000 / 07/2008	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Canon LBP5460 31 CPM	0	7,215	7,215	26,180	10,823	-18,965	\$0.003900	None at this time.
MEMA001179 / GAAA5							\$28.14	
750,000 / 08/2011	0	14,151	14,151	0	21,227	14,151	\$0.04950	
Color Network Printer							\$700.47	
Connected								
OCE NH								

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Mt. Pleasant Elementary								
Room 121A								
Canon IR6075	0	266,987	266,987	481,498	400,481	-214,511	\$0.003300	None at this time.
HTK12537 / GAAHO							\$881.06	
4,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Subtotals B&W			650,163	962,995	975,245		\$2,163.47	
Subtotals Color			14,151	0	21,227		\$700.47	

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<i>Make-Model / Speed</i>								
<i>Serial Number / Vendor ID</i>								
<i>Life / Intro Date</i>								
<i>Connectivity / Printer Exp Date</i>								
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Budgeted Volume</i>	<i>Annual Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Nashua High North								
Career Center								
Canon IR6065	0	206,806	206,806	385,484	310,209	-178,678	\$0.003300	None at this time.
HTP12366 / GAAKF							\$682.46	
3,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Graphics								
Konica Minolta BHC5501 55 CPM	25,456	133,831	108,375	0	108,375	108,375	\$0.003900	None at this time.
A0U1011001156 / 93097640							\$422.66	
3,000,000 / 10/2008	18,901	101,750	82,849	0	82,849	82,849	\$0.04950	
Color Photocopier							\$4,101.03	
Not Connected								
KMBS								
Main Office								
Canon IRC5045	0	111,314	111,314	228,396	166,971	-117,082	\$0.003900	None at this time.
GPQ56127 / GAAEN							\$434.12	
1,000,000 / 10/2009	0	8,353	8,353	0	12,530	8,353	\$0.04950	
Color Photocopier							\$413.47	
Connected								
OCE NH								

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Nashua High North								
Media Center								
Canon IR2525 25 CPM	0	3,112	3,112	3,890	4,668	-778	\$0.003300	None at this time.
FRU43983 / GAAFY							\$10.27	
500,000 / 04/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Principal's Office								
Canon LBP5460 31 CPM	0	16,078	16,078	49,536	24,117	-33,458	\$0.003900	None at this time.
MEMA000902 / GAA61							\$62.70	
750,000 / 08/2011	0	5,630	5,630	0	8,445	5,630	\$0.04950	
Color Network Printer							\$278.69	
Connected								
OCE NH								
Room A112 Graphics								
Canon IR2535i 35 CPM	0	14,360	14,360	13,522	21,540	838	\$0.003300	None at this time.
FUG30713 / GAAIP							\$47.39	
750,000 / 04/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Nashua High North								
Room B205								
Canon IR8095 95 CPM	0	382,426	382,426	607,757	573,639	-225,331	\$0.003300	None at this time.
HNA10324 / GAAHM							\$1,262.01	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Room B208								
Canon LBP5460 31 CPM	0	6,561	6,561	49,536	9,842	-42,975	\$0.003900	None at this time.
MEMA001242 / GAA70							\$25.59	
750,000 / 08/2011	0	3,678	3,678	0	5,517	3,678	\$0.04950	
Color Network Printer							\$182.06	
Connected								
OCE NH								
Room B305								
Canon IR8095 95 CPM	0	549,789	549,789	556,270	824,684	-6,481	\$0.003300	None at this time.
HNA10382 / GAAHK							\$1,814.30	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Nashua High North								
Room B308								
Canon LBP5460 31 CPM	0	8,343	8,343	49,536	12,515	-41,193	\$0.003900	None at this time.
MEMA000905 / GAA81							\$32.54	
750,000 / 08/2011	0	2,609	2,609	0	3,914	2,609	\$0.04950	
Color Network Printer							\$129.15	
Connected								
OCE NH								
Room C226 Science								
Canon IR8095 95 CPM	0	445,529	445,529	529,476	668,294	-83,947	\$0.003300	None at this time.
HNA10314 / GAAHC							\$1,470.25	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Canon LBP5460 31 CPM	0	5,912	5,912	49,540	8,868	-43,628	\$0.003900	None at this time.
MEMA000813 / GAA91							\$23.06	
750,000 / 08/2011	0	2,429	2,429	0	3,644	2,429	\$0.04950	
Color Network Printer							\$120.24	
Connected								
OCE NH								
Room D122 Special Education								
Oce im4512 45 CPM	0	378,916	378,916	185,072	568,374	193,844	\$0.003300	None at this time.
8090436 / GA5G8							\$1,250.42	
1,000,000 / 12/2007	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Nashua High North								
Room D205								
Canon IR8095 95 CPM	0	394,749	394,749	515,049	592,124	-120,300	\$0.003300	None at this time.
HNA10530 / GAAGP							\$1,302.67	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Room D208								
Canon LBP5460 31 CPM	0	3,673	3,673	49,536	5,510	-45,863	\$0.003900	None at this time.
MEMA000816 / GAA59							\$14.32	
750,000 / 08/2011	0	3,640	3,640	0	5,460	3,640	\$0.04950	
Color Network Printer							\$180.18	
Connected								
OCE NH								
Room D305								
Canon IR8095 95 CPM	0	351,211	351,211	564,729	526,817	-213,518	\$0.003300	None at this time.
HNA10330 / GAAHB							\$1,159.00	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								

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<i>Make-Model / Speed</i>								
<i>Serial Number / Vendor ID</i>								
<i>Life / Intro Date</i>								
<i>Connectivity / Printer Exp Date</i>								
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Budgeted Volume</i>	<i>Annual Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Nashua High North								
Room D308								
Canon LBP5460 31 CPM	0	4,532	4,532	49,536	6,798	-45,004	\$0.003900	None at this time.
MEMA000818 / GAA62							\$17.67	
750,000 / 08/2011	0	4,244	4,244	0	6,366	4,244	\$0.04950	
Color Network Printer							\$210.08	
Connected								
OCE NH								
Room E102 Athletics								
Canon IR2535i 35 CPM	0	30,742	30,742	45,660	46,113	-14,918	\$0.003300	None at this time.
FUG30703 / GAAEY							\$101.45	
750,000 / 04/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Subtotals B&W			3,022,428	3,932,525	4,479,455		\$10,132.89	
Subtotals Color			113,432	0	128,725		\$5,614.88	

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Nashua High South								
Athletics								
Canon IR2535i 35 CPM	0	29,254	29,254	39,322	43,881	-10,068	\$0.003300	None at this time.
FUM32001 / GAAIT							\$96.54	
750,000 / 04/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Main Office								
Canon IRC5045	0	75,082	75,082	67,680	112,623	7,402	\$0.003900	None at this time.
GPQ56185 / GAAIN							\$292.82	
1,000,000 / 10/2009	0	5,533	5,533	0	8,300	5,533	\$0.04950	
Color Photocopier							\$273.88	
Connected								
OCE NH								
Canon LBP5460 31 CPM	0	366	366	51,333	549	-50,967	\$0.003900	None at this time.
MEMA001241 / GAA84							\$1.43	
750,000 / 08/2011	0	782	782	0	1,173	782	\$0.04950	
Color Network Printer							\$38.71	
Connected								
OCE NH								

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Nashua High South								
Media Center								
Oce VL3200x 32 CPM	0	1,091	1,091	3,278	1,637	-2,187	\$0.003300	None at this time.
1010500 / GAAGG							\$3.60	
750,000 / 08/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Room 1025B Child Care								
Canon IR2535i 35 CPM	0	11,867	11,867	5,000	17,801	6,867	\$0.003300	None at this time.
FRU43995 / GAAIO							\$39.16	
750,000 / 04/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Room A1004								
Canon IR8095 95 CPM	0	621,307	621,307	749,652	931,961	-128,345	\$0.003300	None at this time.
HNA10471 / GAAFX							\$2,050.31	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Canon LBP5460 31 CPM	0	5,704	5,704	51,333	8,556	-45,629	\$0.003900	None at this time.
MEMA001193 / GAA85							\$22.25	
750,000 / 08/2011	0	3,976	3,976	0	5,964	3,976	\$0.04950	
Color Network Printer							\$196.81	
Connected								
OCE NH								

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Nashua High South								
Room A2004								
Canon IR8095 95 CPM	0	638,721	638,721	722,792	958,082	-84,071	\$0.003300	None at this time.
HNA10301 / GAAGA							\$2,107.78	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.000000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Canon LBP5460 31 CPM	0	4,492	4,492	51,333	6,738	-46,841	\$0.003900	None at this time.
MEMA001149 / GAA78							\$17.52	
750,000 / 08/2011	0	5,518	5,518	0	8,277	5,518	\$0.04950	
Color Network Printer							\$273.14	
Connected								
OCE NH								
Room B1002H Special Ed								
Konica Minolta BH600 60 CPM	1,917,723	2,036,036	118,313	164,915	177,470	-46,602	\$0.003300	None at this time.
57BE12336 / GAANH							\$390.43	
3,000,000 / 08/2006	0	0	0	0	0	0	\$0.000000	
Black Photocopier							\$0.00	
Not Connected								
OCE NH								

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Nashua High South								
Room C1004								
Canon IR8095 95 CPM	0	512,662	512,662	861,350	768,993	-348,688	\$0.003300	None at this time.
HNA10458 / GAAGF							\$1,691.78	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.000000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Canon LBP5460 31 CPM	0	4,884	4,884	51,333	7,326	-46,449	\$0.003900	None at this time.
MEMA001165 / GAA83							\$19.05	
750,000 / 08/2011	0	5,700	5,700	0	8,550	5,700	\$0.049500	
Color Network Printer							\$282.15	
Connected								
OCE NH								
Room C2004								
Canon IR8095 95 CPM	0	527,019	527,019	706,991	790,529	-179,972	\$0.003300	None at this time.
HNA10358 / GAAFZ							\$1,739.16	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.000000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Canon LBP5460 31 CPM	0	4,235	4,235	51,335	6,353	-47,100	\$0.003900	None at this time.
MEMA000906 / GAA82							\$16.52	
750,000 / 08/2011	0	4,656	4,656	0	6,984	4,656	\$0.049500	
Color Network Printer							\$230.47	
Connected								
OCE NH								

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Nashua High South								
Technology Department								
Canon LBP3560 42 CPM	0	5,321	5,321	30,800	7,982	-25,479	\$0.003900	None at this time.
MGKA100494 / GAA14							\$20.75	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.000000	
Black Network Printer							\$0.00	
Connected								
OCE NH								
Canon LBP5460 31 CPM	0	3,119	3,119	51,333	4,679	-48,214	\$0.003900	None at this time.
MEMA001124 / GAA79							\$12.16	
750,000 / 08/2011	0	6,118	6,118	0	9,177	6,118	\$0.04950	
Color Network Printer							\$302.84	
Connected								
OCE NH								
Subtotals B&W			2,563,437	3,659,780	3,845,156		\$8,521.26	
Subtotals Color			32,283	0	48,425		\$1,598.01	

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
New Searles Elementary								
Copy Room								
Canon IR6065	0	210,178	210,178	335,194	315,267	-125,016	\$0.003300	None at this time.
HTP10258 / GAAKE							\$693.59	
3,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Canon IR6075	0	251,503	251,503	432,763	377,255	-181,260	\$0.003300	None at this time.
HTK12465 / GAAIE							\$829.96	
4,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Main Office								
Canon LBP3560 42 CPM	0	2,823	2,823	33,880	4,235	-31,057	\$0.003900	None at this time.
MGKA100448 / GAA67							\$11.01	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Network Printer							\$0.00	
Connected								
OCE NH								
Oce im6020 60 CPM	1,235,811	1,321,104	85,293	107,114	127,940	-21,821	\$0.003300	None at this time.
6020913 / GA2EP							\$281.47	
3,000,000 / 01/2006	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								

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<i>Make-Model / Speed</i>									
<i>Serial Number / Vendor ID</i>									
<i>Life / Intro Date</i>									
<i>Connectivity / Printer Exp Date</i>									
<i>Vendor</i>	<i>7/1/2011</i>	<i>6/30/2012</i>	<i>2011/12</i>	<i>2012/13</i>	<i>Annual</i>	<i>Volume</i>	<i>Cost/Copy</i>	<i>Volume</i>	<i>Cost/Copy</i>
	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Budgeted</i>	<i>Projected</i>	<i>Difference</i>	<i>Annual</i>	<i>Cost</i>	<i>Recommendations</i>
New Searles Elementary									
Room 139									
Canon LBP5460 31 CPM	0	3,875	3,875	33,880	5,813	-30,005	\$0.003900		None at this time.
MEMA001245 / GAAA7							\$15.11		
750,000 / 08/2011	0	4,822	4,822	0	7,233	4,822	\$0.04950		
Color Network Printer							\$238.69		
Connected									
OCE NH									
Subtotals B&W			553,672	942,831	830,508		\$1,831.14		
Subtotals Color			4,822	0	7,233		\$238.69		

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Pennichuck Middle								
Guidance Office								
Canon IR2535i 35 CPM	0	19,252	19,252	16,285	28,878	2,967	\$0.003300	None at this time.
FUM32217 / GAAJA							\$63.53	
750,000 / 04/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Library								
Canon LBP3560 42 CPM	0	54,979	54,979	55,210	82,469	-231	\$0.003900	None at this time.
MGKA100471 / GAA58							\$214.42	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Network Printer							\$0.00	
Connected								
OCE NH								
Main Office								
Canon IRC5045	0	53,161	53,161	248,721	79,742	-195,560	\$0.003900	None at this time.
GPQ56393 / GAAJB							\$207.33	
1,000,000 / 10/2009	0	5,118	5,118	0	7,677	5,118	\$0.04950	
Color Photocopier							\$253.34	
Connected								
OCE NH								
Canon LBP3560 42 CPM	0	23,057	23,057	55,210	34,586	-32,153	\$0.003900	None at this time.
MGKA100467 / GAA57							\$89.92	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Network Printer							\$0.00	
Connected								
OCE NH								

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<i>Make-Model / Speed</i>									
<i>Serial Number / Vendor ID</i>									
<i>Life / Intro Date</i>									
<i>Connectivity / Printer Exp Date</i>									
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Budgeted Volume</i>	<i>Annual Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
Pennichuck Middle									
Teachers' Room									
Canon IR8095 95 CPM	0	371,106	371,106	586,500	556,659	-215,394	\$0.003300	None at this time.	
HNA10457 / GAAHD							\$1,224.65		
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000		
Black Photocopier							\$0.00		
Connected									
OCE NH									
Canon IR8095 95 CPM	0	536,738	536,738	556,134	805,107	-19,396	\$0.003300	None at this time.	
HNA10512 / GAAHL							\$1,771.24		
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000		
Black Photocopier							\$0.00		
Connected									
OCE NH									
Subtotals B&W			1,058,293	1,518,060	1,587,440		\$3,571.09		
Subtotals Color			5,118	0	7,677		\$253.34		

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Make-Model / Speed									
Serial Number / Vendor ID									
Life / Intro Date									
Connectivity / Printer Exp Date	7/1/2011	6/30/2012	2011/12	2012/13	Annual				
Vendor	Meter	Meter	Annual	Budgeted	Projected	Volume	Cost/Copy		
			Volume	Volume	Volume	Difference	Annual Cost	Recommendations	
Plant Operations									
Main Office									
Canon IR2535i 35 CPM	0	12,705	12,705	22,241	19,058	-9,536	\$0.003300		None at this time.
FRU43437 / GAAGH							\$41.93		
750,000 / 04/2010	0	0	0	0	0	0	\$0.00000		
Black Photocopier							\$0.00		
Connected									
OCE NH									
Subtotals B&W			12,705	22,241	19,058		\$41.93		
Subtotals Color			0	0	0		\$0.00		

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
SAU #42								
Back Copy Room								
Canon IR8095 95 CPM	0	315,889	315,889	673,161	473,834	-357,272	\$0.003300	None at this time.
HNA10495 / GAAFS							\$1,042.43	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Kathy Miles' Office								
Canon LBP5460 31 CPM	0	700	700	15,750	1,050	-15,050	\$0.003900	None at this time.
MEMA001192 / GAAA8							\$2.73	
750,000 / 08/2011	0	2,920	2,920	0	4,380	2,920	\$0.04950	
Color Network Printer							\$144.54	
Connected								
OCE NH								
Main Office								
Canon IRC5045	0	86,512	86,512	126,289	129,768	-39,777	\$0.003900	None at this time.
GPQ55852 / GAAJC							\$337.40	
1,000,000 / 10/2009	0	19,187	19,187	0	28,781	19,187	\$0.04950	
Color Photocopier							\$949.76	
Connected								
OCE NH								

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Make-Model / Speed									
Serial Number / Vendor ID									
Life / Intro Date									
Connectivity / Printer Exp Date									
Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Budgeted Volume	Annual Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations	
SAU #42									
Special Education									
Canon LBP5460 31 CPM	0	17,604	17,604	15,750	26,406	1,854	\$0.003900	None at this time.	
MEMA000904 / GAAAB							\$68.66		
750,000 / 08/2011	0	5,749	5,749	0	8,624	5,749	\$0.04950		
Color Network Printer							\$284.58		
Connected									
OCE NH									
Subtotals B&W			421,245	830,950	631,598		\$1,451.22		
Subtotals Color			27,856	0	41,785		\$1,378.87		

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed</i>								
<i>Serial Number / Vendor ID</i>								
<i>Life / Intro Date</i>								
<i>Connectivity / Printer Exp Date</i>								
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Budgeted Volume</i>	<i>Annual Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Sunset Heights Elementary								
Main Office								
Canon IRC5045	0	78,867	78,867	94,694	118,301	-15,827	\$0.003900	None at this time.
GPQ55793 / GAAFJ							\$307.58	
1,000,000 / 10/2009	0	6,026	6,026	0	9,039	6,026	\$0.04950	
Color Photocopier							\$298.29	
Connected								
OCE NH								
Canon LBP3560 42 CPM	0	10,238	10,238	66,836	15,357	-56,598	\$0.003900	None at this time.
MGKA100236 / GAA50							\$39.93	
1,000,000 / 10/2010	0	0	0	0	0	0	\$0.00000	
Black Network Printer							\$0.00	
Connected								
OCE NH								
Teachers' Work Room								
Canon IR8095 95 CPM	0	497,822	497,822	842,402	746,733	-344,580	\$0.003300	None at this time.
HNA10309 / GAAHF							\$1,642.81	
5,000,000 / 06/2010	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Subtotals B&W			586,927	1,003,932	880,391		\$1,990.32	
Subtotals Color			6,026	0	9,039		\$298.29	

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed</i>			<i>2011/12</i>	<i>2012/13</i>	<i>Annual</i>			
<i>Serial Number / Vendor ID</i>			<i>Annual</i>	<i>Budgeted</i>	<i>Projected</i>	<i>Volume</i>	<i>Cost/Copy</i>	
<i>Life / Intro Date</i>			<i>Volume</i>	<i>Volume</i>	<i>Volume</i>	<i>Difference</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2011</i>	<i>6/30/2012</i>						
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>						
Title One								
Main Office								
Oce VL3622 36 CPM	175,770	224,790	49,020	72,516	73,530	-23,496	\$0.003300	None at this time.
AOR7211000536 / GA5ER							\$161.77	
750,000 / 12/2008	0	0	0	0	0	0	\$0.00000	
Black Photocopier							\$0.00	
Connected								
OCE NH								
Subtotals B&W			49,020	72,516	73,530		\$161.77	
Subtotals Color			0	0	0		\$0.00	
District Wide Black Totals		19,981,417	28,761,481	30,038,418			\$66,776.63	
District Wide Color Totals		310,488	0	421,840			\$15,369.16	

Color Volume was being done on Network printers at nearly 5 times the cost.

SPC Service & Supply Cost Savings

This table compares your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client with your projected cost per copy through SPC presently. Annual Volume represents actual projected volume when you first became an SPC client on 3/1/2011. If all things remained the same, this table demonstrates your average annual and five-year savings.

<i>Annual Volume</i>	<i>Before SPC CPC</i>	<i>After SPC CPC</i>	<i>SPC's CPC Savings</i>	<i>SPC's Annual Cost Savings</i>	<i>SPC's 5-year Cost Savings</i>
28,758,478	\$0.00855	\$0.00386	\$0.00469	\$134,877.26	\$674,386.30

Projected Equipment Costs by Building - Black

This table represents projected expenses for BLACK prints or copies by building based on recent activity. Approximate current paper case costs and averaged current annual lease payment are figured in to provide budget information for the upcoming fiscal year.

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Equipment Cost	Total Cost
Amherst Street Elementary	948,581	\$3,158.04	\$4,706.86	\$3,635.79	\$11,500.69
Bicentennial Elementary	1,375,232	\$4,760.51	\$6,823.90	\$5,271.09	\$16,855.50
Birch Hill Elementary	1,319,122	\$4,522.07	\$6,545.48	\$5,056.02	\$16,123.58
Broad Street Elementary	1,100,646	\$3,670.30	\$5,461.41	\$4,218.63	\$13,350.34
Charlotte Ave. Elementary	1,273,928	\$4,492.26	\$6,321.23	\$4,882.80	\$15,696.29
Dr. Crisp Elementary	1,036,198	\$506.04	\$5,141.61	\$3,971.61	\$9,619.27
Elm Street Middle	2,525,154	\$8,453.28	\$12,529.81	\$9,678.59	\$30,661.68
Fairgrounds Elementary	1,242,293	\$4,199.71	\$6,164.26	\$4,761.55	\$15,125.52
Fairgrounds Middle	2,409,728	\$8,033.63	\$11,957.07	\$9,236.17	\$29,226.87
Ledge Street Elementary	1,140,656	\$3,810.36	\$5,659.94	\$4,371.99	\$13,842.28
Main Dunstable Elementary	1,444,112	\$4,874.54	\$7,165.68	\$5,535.09	\$17,575.32
Mt. Pleasant Elementary	962,995	\$3,209.30	\$4,778.38	\$3,691.03	\$11,678.72
Nashua High North	4,037,900	\$13,715.22	\$20,036.06	\$15,476.75	\$49,228.03
Nashua High South	3,659,780	\$12,321.16	\$18,159.83	\$14,027.46	\$44,508.45
New Searles Elementary	942,831	\$3,151.99	\$4,678.33	\$3,613.75	\$11,444.07
Pennichuck Middle	1,518,060	\$5,225.08	\$7,532.61	\$5,818.53	\$18,576.22
Plant Operations	22,241	\$73.40	\$110.36	\$85.25	\$269.01
SAU #42	830,950	\$2,836.81	\$4,123.17	\$3,184.92	\$10,144.91
Sunset Heights Elementary	1,003,932	\$3,409.89	\$4,981.51	\$3,847.94	\$12,239.34
Title One	72,516	\$239.30	\$359.82	\$277.94	\$877.07
Totals	21,207,602	\$94,662.89	\$143,237.33	\$81,285.98	\$348,543.13

Service & Supply Usage Profile by Vendor - Black

This table represents projected expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Vendor typically invoices 80% of projected costs annually in advance. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Total Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
Konica-Minolta	Color Photocopier	108,375	\$0.00390	\$422.66	\$0.00399	\$432.42
Oce NH	Black Photocopier	24,879,580	\$0.00330	\$82,102.61	\$0.00330	\$82,102.61
Oce NH	Color Photocopier	2,019,726	\$0.00390	\$7,876.93	\$0.00390	\$37,876.93
Oce NH	Black Network Printer	941,174	\$0.00390	\$3,670.58	\$0.00390	\$3,670.58
Oce NH	Color Network Printer	918,001	\$0.00390	\$3,580.20	\$0.00390	\$3,580.20
<i>Totals and Averages</i>		<i>28,866,856</i>	<i>\$0.003383</i>	<i>\$97,652.98</i>	<i>\$0.003383</i>	<i>\$97,662.74</i>

Projected Equipment Costs by Building - Color

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Approximate current paper costs are figured in to provide budget information for the upcoming fiscal year. Equipment cost is not calculated with color usage.

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Total Cost
Amherst Street Elementary	9,927	\$491.39	\$49.26	\$540.65
Bicentennial Elementary	18,150	\$898.43	\$90.06	\$988.49
Birch Hill Elementary	43,522	\$2,253.34	\$215.96	\$2,469.30
Broad Street Elementary	13,788	\$682.51	\$68.42	\$750.93
Charlotte Ave. Elementary	9,362	\$463.42	\$46.45	\$509.87
Dr. Crisp Elementary	8,462	\$418.87	\$41.99	\$460.86
Elm Street Middle	20,756	\$1,027.42	\$102.99	\$1,130.41
Fairgrounds Elementary	13,766	\$681.42	\$68.31	\$749.73
Fairgrounds Middle	15,119	\$748.39	\$75.02	\$823.41
Ledge Street Elementary	3,204	\$158.60	\$15.90	\$174.50
Main Dunstable Elementary	2,147	\$106.28	\$10.65	\$116.93
Mt. Pleasant Elementary	21,227	\$1,050.74	\$105.33	\$1,156.07
Nashua High North	128,725	\$6,371.89	\$638.73	\$7,010.62
Nashua High South	48,425	\$2,397.04	\$240.28	\$2,637.32
New Searles Elementary	7,233	\$358.03	\$35.89	\$393.92
Pennichuck Middle	7,677	\$380.01	\$38.09	\$418.10
Plant Operations	0	\$0.00	\$0.00	\$0.00
SAU #42	41,785	\$2,068.31	\$207.33	\$2,275.64
Sunset Heights Elementary	9,039	\$447.43	\$44.85	\$492.28
Title One	0	\$0.00	\$0.00	\$0.00
Totals	422,314	\$21,003.52	\$2,095.51	\$23,099.03

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Color copies are typically billed in arrears quarterly or semi-annually. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Actual Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
Konica-Minolta Business Solutions	Color	82,849	\$0.04950	\$4,101.03	\$0.05064	\$4,195.47
Oce NH	Color Photocopier	175,642	\$0.04950	\$8,694.28	\$0.04950	\$8,694.28
Oce NH	Color Network Printer	165,823	\$0.04950	\$8,208.24	\$0.04950	\$8,208.24
<i>Totals and Averages</i>		<i>424,314</i>	<i>\$0.04950</i>	<i>\$21,003.55</i>	<i>\$0.04980</i>	<i>\$21,097.99</i>

Reprographic Equipment Assessment

This chart provides the status of your equipment and details of your current lease, if any. *

Total # of Units	116
# of Units on Lease	85
# of Units Owned	31
Lease Company	Norway Savings Bank
Lease Start Date	9/1/2011
Lease End Date	8/1/2015
Term	5 Annual
Annual Payment usually due on 8/1	\$81,285.98
Remaining Payments	3

**The determination on the lease has no bearing on Service & Supply and Warranty Contracts.*

Leased Equipment

Equipment currently held as collateral under SPC-monitored or private lease.

Building	Make	Model	Serial #
Amherst Street Elementary	Canon	IR8095	HNA10475
Amherst Street Elementary	Canon	IR6075	HTK12643
Amherst Street Elementary	Canon	LBP3560	MGKA100326
Amherst Street Elementary	Canon	LBP5460	MEMA000819
Bicentennial Elementary	Canon	LBP3560	MGKA100418
Bicentennial Elementary	Canon	LBP3560	MGKA100470
Bicentennial Elementary	Canon	LBP3560	MGKA100446
Bicentennial Elementary	Canon	IRC5051	GQM56131
Bicentennial Elementary	Canon	IR8095	HNA10376
Birch Hill Elementary	Canon	IRC5051	GQM56128
Birch Hill Elementary	Canon	LBP3560	MGKA100240
Birch Hill Elementary	Canon	LBP3560	MGKA100440
Birch Hill Elementary	Canon	IR6075	HTK12160
Birch Hill Elementary	Canon	IR8095	HNA10328
Broad Street Elementary	Canon	LBP3560	MGKA100237
Broad Street Elementary	Canon	IR8095	HNA10364
Broad Street Elementary	Canon	LBP5460	MEMA001133
Charlotte Ave. Elementary	Canon	IRC5051	GQM57215
Charlotte Ave. Elementary	Canon	LBP3560	MGKA100452
Charlotte Ave. Elementary	Canon	IR8095	HNA10380
Charlotte Ave. Elementary	GAA96	LBP3560	MGKA100232
Dr. Crisp Elementary	Canon	IRC5045	GPQ55883
Dr. Crisp Elementary	Canon	IR8095	HNA00578
Dr. Crisp Elementary	Canon	LBP3560	MGKA100468
Dr. Crisp Elementary	Canon	LBP3560	MGKA100490
Elm Street Middle	Canon	IR8095	HNA10275

Building	Make	Model	Serial #
Elm Street Middle	Canon	LBP5460	MEMA001159
Elm Street Middle	Canon	LBP3560	MGKA100242
Elm Street Middle	Canon	LBP3560	MGKA100466
Elm Street Middle	Canon	IR8095	HNA10303
Elm Street Middle	Canon	IR8095	HNA10206
Elm Street Middle	Canon	LBP5460	MEMA001152
Fairgrounds Elementary	Canon	IRC5045	GPQ55796
Fairgrounds Elementary	Canon	LBP3560	MGKA100508
Fairgrounds Elementary	Canon	LBP5460	MEMA001154
Fairgrounds Elementary	Canon	LBP3560	MGKA100235
Fairgrounds Middle	Canon	IR8095	HNA10360
Fairgrounds Middle	Canon	IRC5045	GPQ56331
Ledge Street Elementary	Canon	IR8095	HNA10477
Ledge Street Elementary	Canon	IR8095	HNA10484
Ledge Street Elementary	Canon	LBP3560	MGKA100498
Ledge Street Elementary	Canon	LBP5460	MEMA001194
Main Dunstable Elementary	Canon	IRC5045	GPQ55799
Main Dunstable Elementary	Canon	IR8095	HNA10348
Main Dunstable Elementary	Canon	LBP3560	MGKA100449
Main Dunstable Elementary	Canon	LBP3560	MGKA1000441
Main Dunstable Elementary	Canon	IR8095	HNA10368
Mt. Pleasant Elementary	Canon	IR6075	HTK12681
Mt. Pleasant Elementary	Canon	IR6075	HTK12537
Mt. Pleasant Elementary	Canon	LBP5460	MEMA001179
Mt. Pleasant Elementary	Canon	LBP3560	MGKA100495
Mt. Pleasant Elementary	Canon	IR3245i	DHK14764
Nashua High North	Canon	IR6065	HTP12366
Nashua High North	Canon	IRC5045	GPQ56127
Nashua High North	Canon	LBP5460	MEMA000813
Nashua High North	Canon	LBP5460	MEMA000818

Building	Make	Model	Serial #
Nashua High North	Canon	LBP5460	MEMA000816
Nashua High North	Canon	LBP5460	MEMA000905
Nashua High North	Canon	LBP5460	MEMA000902
Nashua High North	Canon	LBP5460	MEMA001242
Nashua High South	Canon	LBP5460	MEMA001149
Nashua High South	Canon	IRC5045	GPQ56185
Nashua High South	Canon	LBP3560	MGKA100494
Nashua High South	Canon	LBP5460	MEMA001165
Nashua High South	Canon	LBP5460	MEMA001241
Nashua High South	Canon	LBP5460	MEMA001124
Nashua High South	Canon	LBP5460	MEMA000906
Nashua High South	Canon	LBP5460	MEMA001193
Nashua High South	Oce	VL3200x	1010500
New Searles Elementary	Canon	IR6065	HTP10258
New Searles Elementary	Canon	IR6075	HTK12465
New Searles Elementary	Canon	LBP5460	MEMA001245
New Searles Elementary	Canon	LBP3560	MGKA100448
Pennichuck Middle	Canon	IRC5045	GPQ56393
Pennichuck Middle	Canon	IR8095	HNA10512
Pennichuck Middle	Canon	LBP3560	MGKA100467
Pennichuck Middle	Canon	LBP3560	MGKA100471
Pennichuck Middle	Canon	IR8095	HNA10457
SAU #42	Canon	IR8095	HNA10495
SAU #42	Canon	LBP5460	MEMA000904
SAU #42	Canon	LBP5460	MEMA001192
SAU #42	Canon	IRC5045	GPQ55852
Sunset Heights Elementary	Canon	LBP3560	MGKA100236
Sunset Heights Elementary	Canon	IRC5045	GPQ55793
Sunset Heights Elementary	Canon	IR8095	HNA10309

Owned Equipment

Equipment currently owned by client.

Building	Make	Model	Serial #
Bicentennial Elementary	Canon	IR2545	FUU30153
Broad Street Elementary	Oce	im3512	8090238
Elm Street Middle	Canon	IR2535i	FUG30222
Elm Street Middle	Canon	IR2535i	FUG30694
Fairgrounds Elementary	Canon	IR8095	HNA10293
Fairgrounds Elementary	Konica Minolta	BH600	57BE16907
Fairgrounds Middle	Canon	IR2525	FRU44111
Fairgrounds Middle	Canon	IR8095	HNA10482
Fairgrounds Middle	Canon	IR8095	HNA10485
Ledge Street Elementary	Canon	IR2535i	FUG30718
Nashua High North	Canon	IR2535i	FUG30713
Nashua High North	Canon	IR8095	HNA10330
Nashua High North	Canon	IR8095	HNA10530
Nashua High North	Canon	IR8095	HNA10324
Nashua High North	Canon	IR2535i	FUG30703
Nashua High North	Canon	IR8095	HNA10382
Nashua High North	Canon	IR2525	FRU43983
Nashua High North	Canon	IR8095	HNA10314
Nashua High North	Konica Minolta	BHC5501	A0U1011001156
Nashua High North	Oce	im4512	8090436
Nashua High South	Canon	IR2535i	FRU43995
Nashua High South	Canon	IR8095	HNA10471
Nashua High South	Canon	IR8095	HNA10301
Nashua High South	Canon	IR2535i	FUM32001
Nashua High South	Canon	IR8095	HNA10358
Nashua High South	Canon	IR8095	HNA10458

Building	Make	Model	Serial #
Nashua High South	Konica Minolta	BH600	57BE12336
New Searles Elementary	Oce	im6020	6020913
Pennichuck Middle	Canon	IR2535i	FUM32217
Plant Operations	Canon	IR2535i	FRU43437
Title One	Oce	VL3622	AOR7211000536

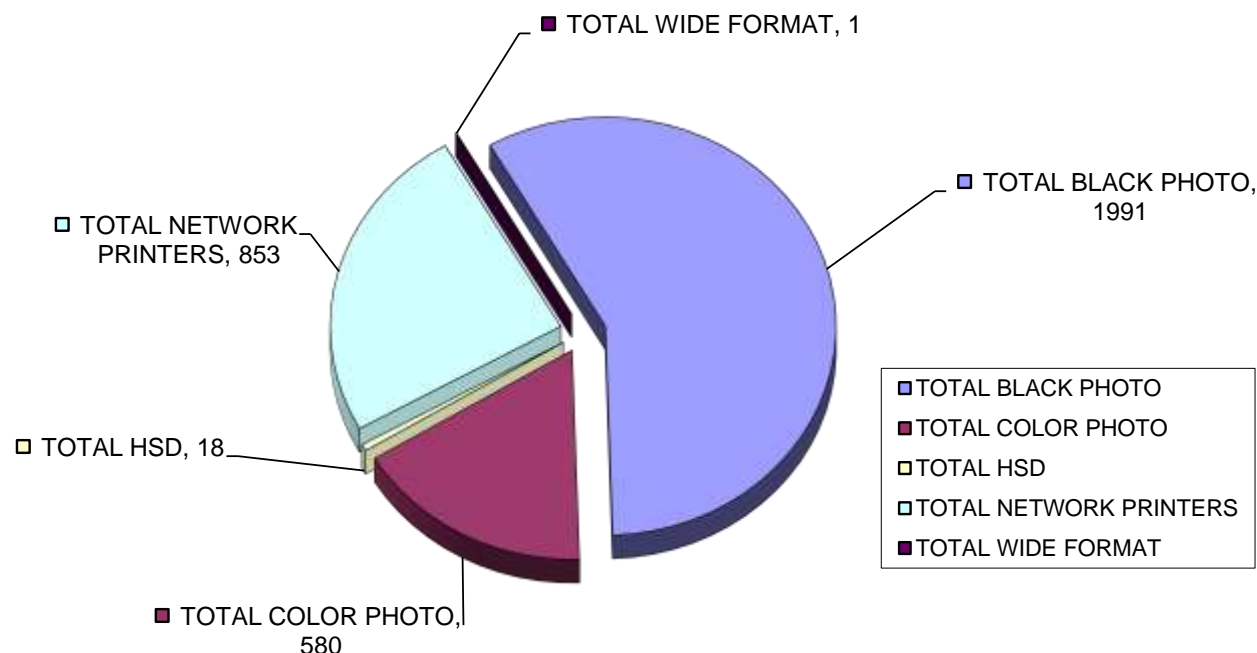
NOTE: With your next upgrade, your current Leased Equipment would be listed as Owned, and any new equipment would be listed as Leased. Your current Owned Equipment would be traded out.

Active Reprographic Equipment & Manufacturers

SPC currently maintains 3,4 high-end production reprographic units across the tri-state region. They are currently running over 301 million annual prints (black and color), culminating into over 1.5 billion prints over five years!

SPC Total Active Equipment

- Current Manufacturers Represented (14):**
- Canon
 - Gestetner
 - Hewlett-Packard
 - Konica-Minolta
 - Kyocera
 - Lexmark
 - Océ
 - Ricoh
 - Risograph
 - Samsung
 - Savin
 - Sharp
 - Toshiba
 - Xerox



Black Photocopiers: 1,991
High-Speed Duplicators: 18
Color Photocopiers: 580
Black Network Printers: 520
Color Network Printers: 333

Total Number of Units: 3,443
Number of Manufacturers: 14
Number of Vendors: 15

Total Number of Active Equipment is 3,443

Current Vendors Represented (15):

- **A-COPI**
- Catamount/Lockrows
- Conway
- **KMBS**
- Levesque
- **Océ**
- **Office Systems of VT**
- Offtech New England
- **Ricoh USA**
- Spillers
- SymQuest
- Toshiba
- UBM
- **Vary Tech**
- Xerox

Those marked in bold have won bids in the last 12 months.

Improved SPC Services

Print Management Software (MagicSoft) with its Benefits

In 2007 we initiated what is called **Print Management Software**. It was designed to capture meter reads and order supplies electronically on most, if not all, of your networked printing devices automatically. This software offers the following benefits:

Collect meter reads daily. Benefits...

- IT staff can isolate problem volume locations
- Monitor over-use or under-use locations and make the adjustments sooner
- Know when to shift from expensive laser and inkjet printers to low-cost-of-operation reprographic units
- Project cost on both black and color prints before the invoice arrives

Automatic ordering of consumable items. Benefits...

- Eliminate the need of valuable time spent ordering supplies manually

Automatic service alert sent to service provider. Benefit...

- E-mail sent out to both IT staff and service provider. Provider will then call to verify service need with IT staff to qualify the issue and send out a technician.

Cost per print plan for networking printing devices such as HP and Lexmark network printers. Benefits...

- Instead of individual expensive purchase of supply items, a cost-per-print quarterly in arrears at about half what you are currently paying will be offered.

Announcing : STAR Doc!

SPC would like to introduce an exciting new tool:



STAR Doc has been custom developed and designed by SPC to assist their clients in efficiently and effectively managing all their assets. The detailed floor maps feature for all of our clients' devices is unique and invaluable. The floor maps will provide online, real-time information on each device daily, including meter reads. SPC realizes how important it is for their clients to be aligned with their budget. In response to that need, **STAR Doc** has the ability to project your budget and determine if you are on target or falling behind. This valuable feature provides our clients the access to information needed to make important budget decisions before the end of the year. Additionally, **STAR Doc** will store all your documents, which will include your most recent Upgrade Report, Annual Report, Compare Report, and Total Bid Analysis. At SPC we strive to improve our services and optimize our clients' resources; we are proud to be able to offer our clients all the benefits of the **STAR Doc** system.

Anticipated released date: September 2012

SPC's Service & Supply Contract – Purpose & Sample

In an effort to serve our clients better, at our own expense, SPC hired Bond Counsel to set up your Service & Supply Contract to ensure accuracy and protection to our Clients. Integrated into and tailored to mirror the Lease-Purchase Agreement, this contract protects equipment held as collateral under the Lease-Purchase Agreement or for equipment already owned and purchased outright. Please note that it provides you with the option to upgrade your service contract with a 30-day termination notice. This provides you tremendous flexibility.

CONTRACT SAMPLE:

SERVICE AND SUPPLY CONTRACT (LEASED EQUIPMENT)

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the "Equipment") to a Master Lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the "Lessor") and Client, as lessee (the "Lessee"), dated beginning date, (the "Lease-Purchase") hereby contracts with Lessee for the term of the Lease-Purchase (terminating on ending date) to provide comprehensive services, supplies, and maintenance to such Equipment, excluding only the cost of paper, transparencies, and staples, at a cost per copy per item of Equipment as shown on Schedule A attached hereto. In addition, for high-speed duplicators, Vendor may charge the cost shown on Schedule A attached hereto for masters used when the number of copies made by use of such masters is, on an annual average, fewer than 100. Vendor shall provide a four-hour response time to all service calls.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor, at its option, may increase such costs per copy under this Service and Supply Contract (the "Contract") by 5% or by a percentage equal to the increase during the immediately preceding 12-month period of "The Consumer Price Index for All Urban Consumers (CPI-U) for the U.S. City Average for All Items, 1982-84 = 100," whichever is less.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor shall credit to Lessee any cost of this Contract prepaid by Lessee and unused by Lessee because fewer copies were made by Lessee during the Contract period ending on such July 1 than were originally estimated under this Contract to be made by Lessee during such period. *If the Lease-Purchase is terminated prior to the end of its term, Vendor shall prorate and return to Lessee, within 30 days of such termination, any cost of this Contract prepaid by Lessee and unused by Lessee because of such early termination of the Lease-Purchase.*

Vendor: _____
 Street Address: _____
 City/State/Zip: _____
 By (signature): _____
 Name: _____
 Title: _____

Lessee: _____
 Street Address: _____
 City/State/Zip: _____
 By (signature): _____
 Name: _____
 Title: _____

SPC's Dual-Layered Warranty – Purpose & Explanation

Reprographic equipment is expensive and does not hold its value. Therefore, it is crucial for you and the banking industry holding the collateral to secure this asset.

Our unique Dual-Layered Warranty guarantees a like-for-like no-charge replacement unit in the event of equipment not performing satisfactorily.

1. **Servicing Vendor**; implemented in 1988
2. **ESP Electrical**; implemented in 2007, all photocopiers with such units will be warranted from electrical damage by ESP.

ESPs (Electronic Surge Protectors) with our most recent upgrades are being installed by SPC on 40 CPM units and faster in order to cut down on approximately 30% of all service calls. These units will not only protect from electrical surges but will also filter out electronic noise that creates havoc with boards and the operation of your equipment.

WARRANTY SAMPLE:

WARRANTY (LEASED EQUIPMENT)

The Vendor identified below of the equipment described on Schedule A(P) attached hereto (the "Equipment") sold by Vendor to _____ (the "Owner") hereby warrants to Owner that, if any such Equipment malfunctions through no fault of Owner during a term commencing on _____ and terminating on _____ and such Equipment cannot be repaired promptly, Vendor promptly will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Owner.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the life expectancy of such item of Equipment in number of copies, as shown on Schedule A(P) attached hereto, is exceeded;
2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule A(P) attached hereto.

Vendor:	_____
Street Address:	_____
City/State/Zip:	_____
By (signature):	_____
Name:	_____
Title:	_____